



May 18, 2013

Mr. Andrew Scott
Assistant City Manager
P. O. Box 3136
Greensboro, NC. 27402-3136

Dear Mr. Scott,

This letter will serve as a response to City Manager Denise Turner-Roth's letter dated May 13, 2013 requesting additional information from the Developers of the Renaissance (Bessemer) Center located on Phillips Avenue here in the city of Greensboro.

The Renaissance Center of Greensboro, LLC, (TBF) will be the developers of the new Renaissance Center. The proposed principals of this LLC are Mr. Shahzad Akbar and Mr. Shehzad Quamar.

The Developers wishes to enter into a joint partnership with the City of Greensboro to develop this commercial property with the terms and conditions listed below:

The exterior renovations calls for the renovation and/or repairs to the façade of the entire complex. The exterior façade will be covered with a red brick veneer on the front and two sides of the complex and the rear of the building will be covered with siding and/or painted. Plans also call for the renovation to a "vanilla box" of the interior of all vacant units.

The parking area will be repaired and resurfaced with a 1 ½ to 2 inch asphalt cap on the entire parking area and new paving where there is no existing asphalt. The new parking area will be marked with white parking space lines. The concrete medians and landscaped islands as seen in the rendering will also be installed. This will include the parking area that will be jointly used by customers of the public library.

The current roof will be replaced with an "A" frame roof top. The finished roof will be covered with metal to blend in with the façade. The entire complex will be heavily landscaped with planting of new trees, landscaped parking lot islands, low growing shrubbery and annual flowers.

A large Marquee will be installed at the entrance of the shopping center identifying the names of the businesses. Signage will also be installed on the buildings identifying the businesses operating in the shopping center.

The Renaissance Center

In recent days, we have met with members of the CEEJ and the Concerned Citizen of Northeast Greensboro to discuss a partnership arrangement with the two organizations and the community. Because of the City's financial contribution to this project, the Developers have agreed to offer 20,000 square feet of the shopping center to a newly created nonprofit community organization that will be established by the two major community organizations which will be formed to own and lease out the 20,000 square feet of the shopping center. This will equate to 43.5 percent of the retail space being owned by this Community Organization. This option was a counter offer that was suggested by Ms. Goldie Wells, the President of the CEEJ during the City Council meeting on May 7, 2013, when she requested a 40% ownership of the shopping center for the community. The Developers will also agree to sale the center to the community for market price if and when the community is ready, willing and able to purchase the center.

The Community organization will agree to lease 10,000 square feet to the Community Coop and allocate 5,000 square feet to be used as community space that will be available for public and community purposes. The remaining 5,000 square feet can be leased out by the nonprofit Community organization to other businesses such as a Municipal Credit Union or for other retail or office space at or below the market rate. This will provide an on going income for the nonprofit Community organization to put back into the community for events and programs that will be controlled and funded by this organization. Further legal details need to be worked out concerning this agreement if it is agreed upon by the member of the two neighborhood organizations which will be meeting this week to consider this option.

If this agreement is not agreed upon by the members of the two organizations, then the developers will agree to lease up to 15,000 square feet of the retail space to the Community Coop at the rental rate suggested in their business proposal.

The remaining spaces will be owned and leased by the developers, with owner occupied businesses that will include a Walk-In Clinic, Restaurant and a Laundromat and/or a Beauty Supply Store. These businesses will be established immediately and will begin operations once the shopping center is completely renovated and ready for occupancy. This will make the shopping center at the completion of the renovations **100%** occupied. The Developers will also own the space that is now leased by the Family Dollar Store and will agree to honor the current lease.

The Developers are also asking that the city agree to convey the building and land to The Renaissance Center of Greensboro, LLC (The Developers) with the agreement that the Developers will subdivide the shopping center to allow 20,000 square feet (43.5% of total space) to be conveyed to the newly established nonprofit Community Organization, with the first right of refusal for the sale of the 20,000 square feet to be given to the Renaissance Center of Greensboro, LLC.

Page 3
The Renaissance Center

The City can protect it's investment by placing a lien of \$1,985,000 (total amount of city investment \$1,495,000.00 plus \$490,000.00) on the property for a five year period which will be reduced by 20% each year, subject to the successful operations of the Shopping Center and the signing of personal guarantees from the Developers.

The Developers also will ask that the City agree to allow the Developers and their Consultant to be responsible for the contracting of all services for the work to be completed on the Shopping Center Complex, with the necessary City oversight, which will include projects that will be paid with City Funding and funds from the Developers with a shared savings agreement of 50/50. **The Developers are projecting MWBE participation on this project of 50 - 75%.**

The financial projection for the shopping center has not been developed at this time, due to the fact that the owners of the shopping center will be occupying all of the vacant units themselves and have not established a rental rate that they will charge the businesses they will operate in the shopping center.

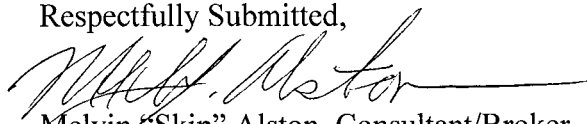
The total amount requested from the city of Greensboro is \$1,495,000.00 for the exterior renovations and the items outlined in the proposed budget. Any cost overruns beyond this amount will be paid by the Developers.

The Developers estimated investment in this project including exterior renovation cost, upfit of all vacant units to a "vanilla box", equipment purchase and upfit for Walk-In Clinic and Pharmacy, equipment and upfit for Restaurant, and Laundromat and/or Beauty Supply Store is \$2,050,000.

An overview of the financial stability of the principals of the Renaissance Center of Greensboro, LLC (TBF) including credit checks, three years of tax returns and their complete financial holdings will be agreed upon and/or provided in a close session with the City of Greensboro Staff and/or the members of the City Council once the City Council has agreed to enter into negotiations with the Developers to develop the proposed site.

The Developers recognizes that any financial information shared during this preliminary process will be public information and therefore would like any and all financial information provided to be treated as confidential.

Respectfully Submitted,



Melvin "Skip" Alston, Consultant/Broker
The Alston Realty Group, Inc.